



IPO DETAILS

#IPOology

AWFIS SPACE SOLUTIONS LIMITED



 **ISSUE OPEN**

22nd May, 2024

 **ISSUE CLOSE**

27th May, 2024

Min. Lot Size
39 shares

Issue Price Band
₹364 - ₹383

Issue Size

Fresh Issue:
3.34 mn Eq shares
(₹ 1,280.00mn)

OFS:
12.29 mn Eq shares
(₹ 4,709.25mn)

Face Value

₹10

Industry

Flexible Workspace Solutions

Listing at

NSE, BSE

RATING

Subscribe

OPEN ACCOUNT

APPLY NOW

Marwadi Shares and Finance Limited

Corporate Office: Marwadi Financial Plaza, Nana Mava Main Road, Off 150ft Ring Road, Rajkot - 360001, Gujarat.

Registered Office: X-Change Plaza, Office No. 1201 to 1205, 12th Floor, Building No. - 53E, Zone - 5, Road 5E, Gift City, Gandhinagar - 382355, Gujarat.
0281 7174 100/0281 6192 100 **CIN of MSFL:** U65910GJ1992PLC017544

SEBI Reg. No. of MSFL for NSE, BSE, MCX, NCDEX: INZ000174730 | Membership No.: NSE:08760, BSE:0910, MCX:56410, NCDEX:1280 | SEBI Regn.No. of DP: IN-DP-476-2020 (NSDL DPID:IN300974) (CDSL DPID:12035100) | Research Analyst: INH 000002186 AMFI: ARN-42506 | PFRDA: POP07082018

Disclaimer: 'Investment in securities market are subject to market risks, read all the related documents carefully before investing'.

[For Facts & Figures](#)



AWFIS SPACE SOLUTIONS LIMITED

Rationale

Considering the FY24 annualized EBITDA of 2,377 mn on a post issue basis, the company is going to list at a EV/EBITDA of 11.25x with a market cap of Rs. 26,587 mn. There are no listed entities comparable with the company's business.

We assign a "Subscribe" rating to this IPO as the company has a leadership position in a large and growing marketplace and has diverse space sourcing & demand strategies. Also, it is available at reasonable valuations on an absolute basis.

Objectives of the issue

Funding capital expenditure towards establishment of new centers;

Funding working capital requirements; and

General corporate purposes.

Company Overview

Awfis Space Solutions Ltd is the largest flexible workspace solutions company in India as on December 31, 2023, based on total number of centers.

As on December 31, 2023, the company is ranked 1st among the top 5 benchmarked players in the flexible workspace segment with presence in 16 cities in India.

As of nine months ended December 31, 2023, Co-working space on rent and allied services contributed 73.17%, Construction and fit-out projects contributed 23.89% and others contributed 2.94% to the revenue.

As on December 31, 2023, the company has 169 total centers across 16 total cities in India, with 105,258 total seats and total chargeable area of 5.33 million sq. ft., of which 31 centers and 25,312 seats are under fit-out with chargeable area aggregating to 1.23 million sq. ft. In addition, the company has signed letters of intent ("LOI") with space owners for 13 additional centres with 10,859 seats and a total chargeable area of 0.55 million sq. ft.

As on December 31, 2023, the company has over 2,295 clients and have presence in 52 micro markets in India. The average size of the centers launched since April 2022 stands at 32,979 sq. ft. of chargeable area.

The company provides a wide spectrum of flexible workspace solutions ranging from individual flexible desk needs to customized office spaces for start-ups, small and medium enterprises ("SMEs") as well as for large corporates and multi-national corporations.



Comprehensive Event and IT Services Provider

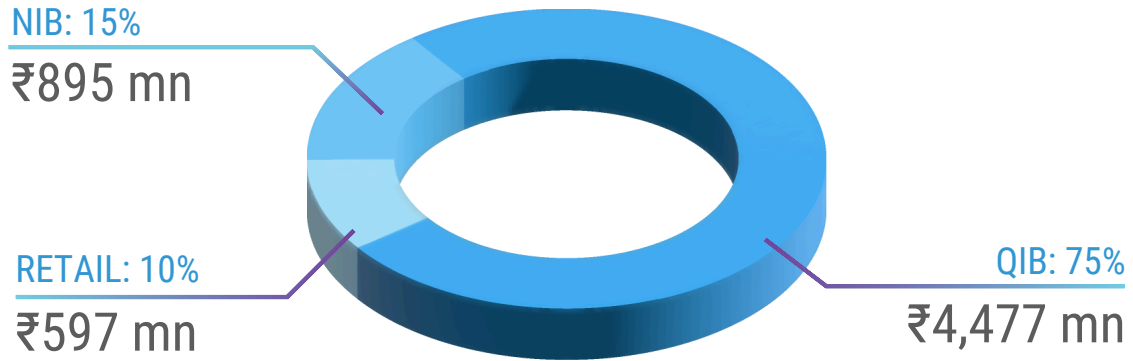
The company also provides allied services ranging from food and beverages, information technology support services and infrastructure services such as storage and customization to event hosting and meeting arrangements.



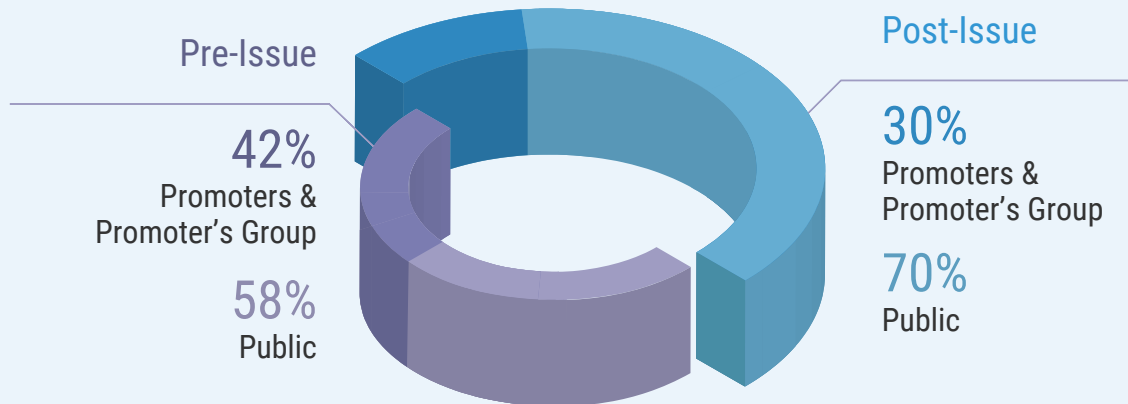
AWFIS SPACE SOLUTIONS LIMITED

Issue Details

Issue Break-Up



Shareholding Pattern



Capital Structure (in ₹)



1,028 mn

Authorised Equity Share Capital



661 mn

Paid-Up Capital (Pre-Offer)



694 mn

Paid-Up Capital (Post-Offer)



AWFIS SPACE SOLUTIONS LIMITED

Valuations and Peer Comparison



Market Capitalisation

₹26,587 mn

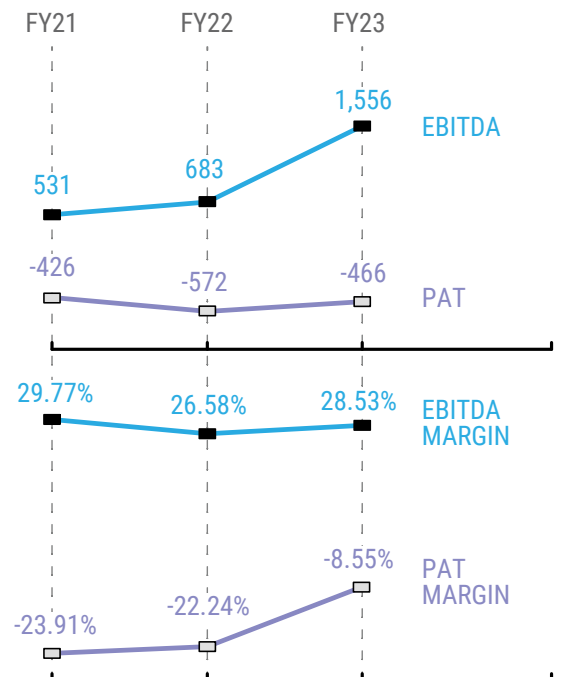
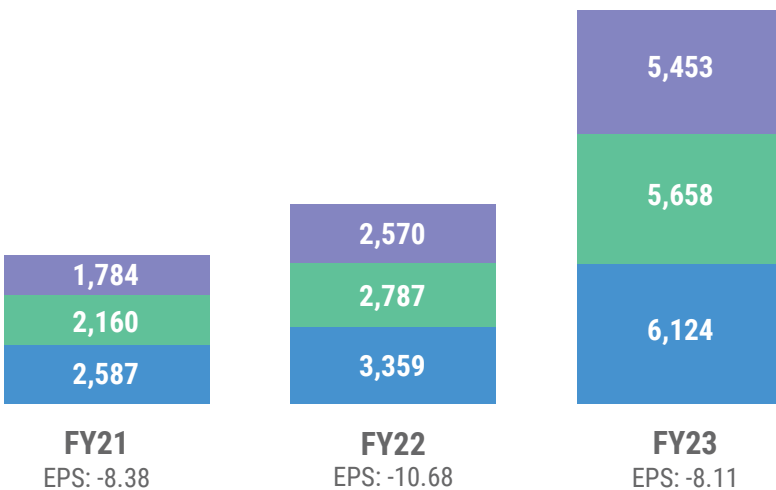
EV/EBITDA

11.25x

There are no comparable listed companies in India or globally that engage in a business similar to that of the Company. Accordingly, it is not possible to provide an industry comparison in relation to the Company.

Financial Snapshot (in ₹ mn)

- Revenue
- Total Income
- Total Expenses





AWFIS SPACE SOLUTIONS LIMITED

Business Insights



Competitive Strengths

- Leadership in a large and growing marketplace.
- Innovating in the flexible workspace industry with the adoption of MA model.
- Diverse space sourcing and demand strategies.
- Growth through an integrated platform approach.
- Delivering strong financial and operating metrics.
- Experienced and diverse senior management team



Business Strategy

- Continue to build an industry leading capital efficient model.
- Expand in new and existing markets.
- Enhance product and service offerings.
- Improving operational efficiency.



Risks

- As of December 31, 2023, 67.82% of the company's rental income from co-working spaces was derived from centers located in Bangalore, Mumbai, Pune and Hyderabad and any adverse developments affecting such centers, cities or regions could have an adverse effect on the company's business, results of operations and financial condition.
- The company enters into Space Owner Agreements to render operation and marketing services in relation to managed aggregation ("MA") centers and are subject to risks related to such Space Owner Agreements.

Promoters and Management Details

Amit Ramani - Chairman and Managing Director

Arjun Bhartia - Non-Executive Director

Rajesh Kharabanda - Additional Director (Non-Executive)

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